

# Brochure Supplement

November 21, 2018

**Michael F. Souza**

CRD# 4602740

701 Palomar Airport Road, Suite 300  
Carlsbad, CA 92011

(760) 602-6920

This Brochure Supplement provides information about Michael F. Souza that supplements the Disclosure Brochure of Koa Wealth Management, LLC (hereinafter "Koa Wealth Management"), a copy of which you should have received. Please contact Koa Wealth Management's Chief Compliance Officer if you did not receive the Disclosure Brochure or if you have any questions about the contents of this Brochure Supplement. Additional information about Michael F. Souza is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

**Koa Wealth Management, LLC, a Registered Investment Adviser (CRD# 297004)**

701 Palomar Airport Road, Suite 300, Carlsbad, CA 92011 | (760) 602-6920  
[www.koawealth.com](http://www.koawealth.com)

## Item 2. Educational Background and Business Experience

Born 1979

### Post-Secondary Education

Northwestern University | Bachelor of Science, Political Science | 2001

### Recent Business Background

Koa Wealth Management, LLC | Chief Executive Officer, Chief Investment Officer, and Chief Compliance Officer | June 2018 – Present

MS Howell and Co | Registered Representative | June 2018 – Present

Morgan Stanley | SVP / Financial Advisor | June 2009 – June 2018

## Item 3. Disciplinary Information

Koa Wealth Management is required to disclose information regarding any legal or disciplinary events material to a client's evaluation of Michael F. Souza. Koa Wealth Management has no information to disclose in relation to this Item.

## Item 4. Other Business Activities

Koa Wealth Management is required to disclose information regarding any investment-related business or occupation in which Michael F. Souza is actively engaged.

### Registered Representative of a Broker-Dealer

Michael F. Souza is a registered representative of MS Howell and Co ("*MS Howell*"), an SEC registered broker-dealer and member of FINRA. In this capacity, Michael Souza may provide securities brokerage services and implement securities transactions under a commission based arrangement. Michael Souza may be entitled to a portion of the brokerage commissions paid to *MS Howell*, as well as a share of any ongoing distribution or service ("trail") fees from the sale of mutual funds

A conflict of interest exists to the extent that Michael Souza recommends the purchase of securities where he receives commissions or other additional compensation as a result. This practice may give him an incentive to recommend investment products based on compensation received rather than on the client's needs. Koa Wealth Management has procedures in place to ensure that all recommendations are made in the best interests of clients regardless of any additional compensation earned. For certain accounts covered by ERISA (and such others that the firm deems appropriate), Koa Wealth Management provides investment advisory services on a fee offset basis, whereby the firm reduces its fee by an amount equal to

the aggregate commissions and 12b-1 fees earned by Michael F. Souza in his/her individual capacity as a registered representative of *MS Howell*.

### **Licensed Insurance Agent**

Michael Souza is a licensed insurance agent and in such capacity may recommend, on a fully-disclosed commission basis, the purchase of certain insurance products. A conflict of interest exists to the extent that Koa Wealth Management recommends the purchase of insurance products where Michael F. Souza receives insurance commissions or other additional compensation. Koa Wealth Management seeks to ensure that all recommendations are made in the best interests of clients regardless of any additional compensation earned.

### **Compensation from Mortgage Providers**

Michael Souza enters into shared compensation relationships with mortgage providers and introduces clients of the Firm to those mortgage providers. If a client completes a loan with a mortgage provider with which Mr. Souza has a shared compensation relationship, Mr. Souza will provide a written disclosure to the client notifying the client that Mr. Souza is receiving a portion of the mortgage officer's compensation for completing the loan. Mr. Souza's compensation does not result in an increase in the cost of the loan to the client, only a reduction in the compensation ultimately paid to the mortgage officer. There is a conflict of interest where Mr. Souza introduces a client to a mortgage provider and the mortgage provider compensates Mr. Souza upon the completion of a loan. The Firm will ensure that any recommendation of a mortgage provider is in the best interest of the client regardless of such compensation.

## **Item 5. Additional Compensation**

Koa Wealth Management is required to disclose information regarding any arrangement under which Michael F. Souza receives an economic benefit from someone other than a client for providing investment advisory services. Koa Wealth Management has no information to disclose in relation to this Item.

## **Item 6. Supervision**

Michael F. Souza is the Chief Executive Officer of Koa Wealth Management and is generally responsible for his own supervision. Michael F. Souza seeks to ensure that investments are suitable for his individual clients and consistent with their individual needs, goals, objectives and risk tolerance, as well as any restrictions requested by Koa Wealth Management's clients.

### **Item 7. Requirements for State Registered Advisers**

Koa Wealth Management is required to disclose information regarding Michael F. Souza's involvement in certain civil, self-regulatory organization or administrative proceedings, arbitration awards or findings, or bankruptcy proceedings. Koa Wealth Management has no information to disclose in relation to this Item.